



Multiple Award Schedule

Industrial Group: Professional Services

ALTA Language Services, Inc.

Contract Number: GS-10F-0238T
Price list current
as of Modification #: PS-A812 effective 02/04/2020
Contract Period: 05/03/2007-05/02/2022
Business Type: Large

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address GSA Advantage! is: GSA Advantage.gov.

For more information on ordering from Federal Supply Schedule click on the FSS Schedules button at fss.gsa.gov.

ALTA Language Services, Inc.

Contractor POC:

Barbara Cozzarini

Corporate Compliance, Support

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Contractor Address:

ALTA Language Services, Inc.
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BEYOND WORDSSM

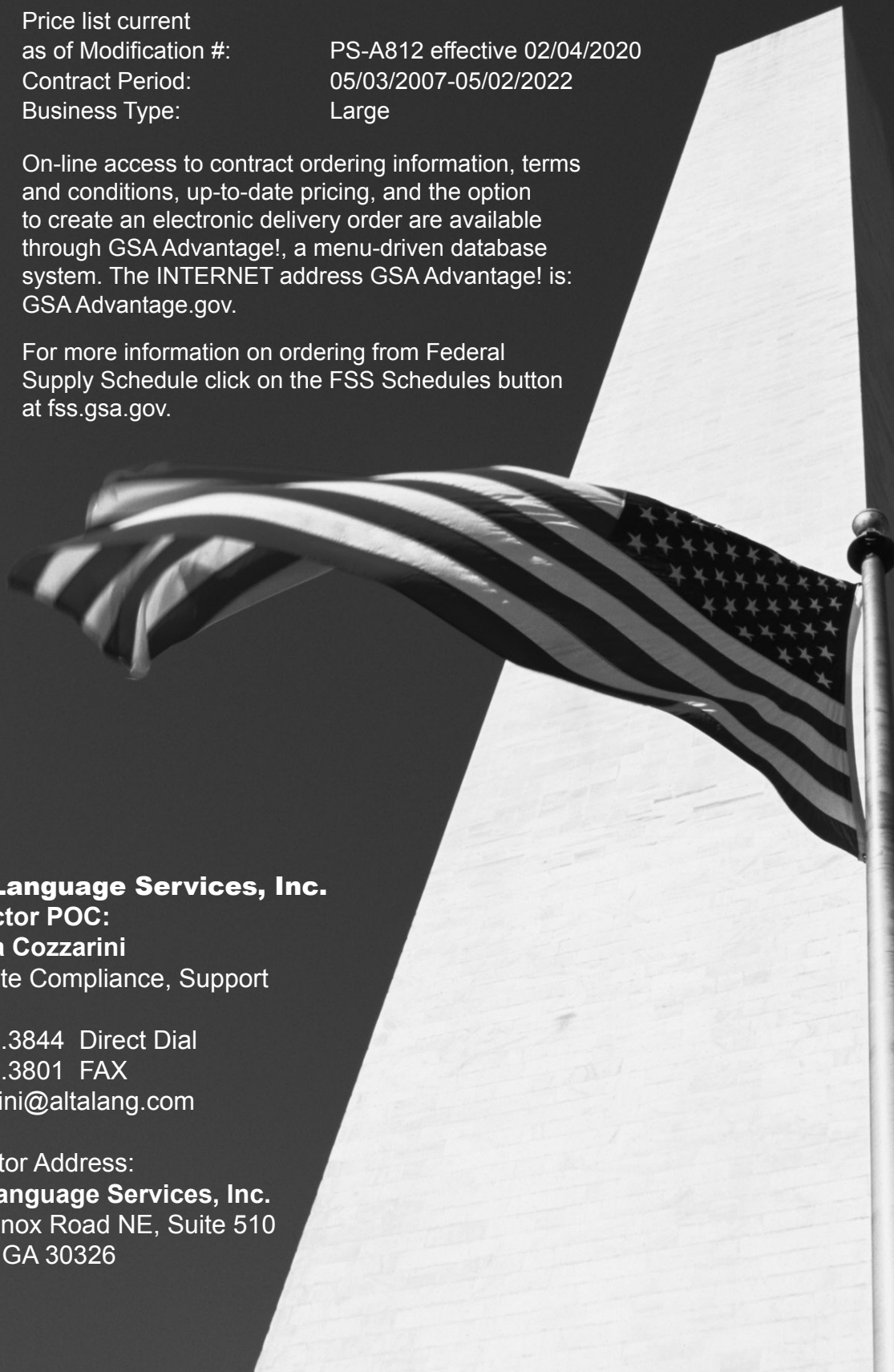




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COMPANY OVERVIEW

ALTA Language Services, Inc.

Hours of Operation: 9:00 am – 5:30 pm Eastern

The Service Contract Labor Standards (SCLS) is applicable to this contract and as it applies to the entire Multiple Award Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29CFR 5413.300), this contract still maintains the provisions and protections for SCLS eligible labor categories. If and/or when the Contractor adds SCLS labor categories / employees to the contract through the modification process, the Contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and applicable wage determination (WD) number. Failure to do so may result in cancellation of the contract.

Services Summary:

As a full-service language company, ALTA goes Beyond Words™ to provide a comprehensive set of language translation, training, and testing services to meet the needs of your agency. In business for 30 years, it's been our privilege to work with most of the Fortune 500 and many government agencies. For more information, visit our website: www.altalang.com.

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3355 Lenox Road, Suite 5100

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TRANSLATION SERVICES

Language Services: Language Translation (SIN 541930)

Language Translation: Description of Services.

- 1. Translation Service: Document Translation (English to Foreign and Foreign to English):**
ALTA provides document translation, using a native speaker of the target language with 5+ years of full-time translation experience. Translators will be matched to documents based on their backgrounds and subject matter expertise. All translations go through a designed quality control process including an extra proofreader to ensure translation quality.
- 2. Translation Service: Desktop Publishing Services (English to Foreign) (Foreign to English):**
Desktop publishing is a fee for recreating the layout in the target language using a graphic design program, such as Quark, InDesign, Adobe Illustrator, etc.

Our Language Translation Best Values are:

- Experience:** We have been providing language services since 1979 (our name changed from inlingua to ALTA in 1998). We are a stable company with demonstrated ability.
- Clients:** We have experience providing service to numerous federal agencies including:
- Department of Homeland Security
 - Social Security Administration
 - Department of Health & Human Services
- Range:** We translate print, voice, and web projects allowing your agency to communicate in a variety of media.
- Project Managers:** You will be assigned an experienced Project Manager who has completed thousands of varied projects in numerous languages. They know what linguistic, technical, and cultural issues to address while avoiding potential pitfalls.
- Process:** ALTA's Translation Quality Management System is ISO 9001:2015 certified, which ensures that all translations go through a rigorous quality control process.
- Talent:** We can choose one translator or more translators who are native speakers of your target language with the appropriate industry background for your specific project. Our translators go through a qualification process analyzing their education, certification, and previous work. This allows us to assign the best translator to your project.
- Culturally Sensitive:** Our translators go Beyond Words to convey the ideas and intent of the original source text in a way that is appropriate for the target audience. This allows your agency to communicate effectively to your Limited English Proficient (LEP) audience.



- Speed:** Most projects take 3-5 days to complete. When the delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged to contact the Contractor for accelerated delivery.
- Risk Free:** If you are not happy with our translation, we will work with your original text at no extra cost until the translation meets your standards.
- Value/Discount:** In addition to providing discounts of 15 - 35% from commercial pricing, ALTA increases value by using translation memory software. This software saves your agency money on large projects and future revisions.

TRANSLATION RATE GUIDE

Language	English into Foreign Language (per word)	Foreign Language into English (per word)	Desktop Publishing Services (per Hour)
Arabic	\$0.17	\$0.20	\$55.42
Bosnian	\$0.20	\$0.18	\$55.42
Chinese (Simplified)	\$0.15	\$0.20	\$55.42
Chinese (Traditional)	\$0.18	\$0.20	\$55.42
Croatian	\$0.23	\$0.24	\$55.42
Czech	\$0.17	\$0.17	\$55.42
Danish	\$0.23	\$0.20	\$55.42
Dutch/Flemish	\$0.23	\$0.20	\$55.42
Farsi	\$0.20	\$0.20	\$55.42
Finnish	\$0.24	\$0.20	\$55.42
French (Canada)	\$0.21	\$0.15	\$55.42
French (Europe)	\$0.20	\$0.15	\$55.42
German	\$0.18	\$0.15	\$55.42
Greek	\$0.20	\$0.20	\$55.42
Hebrew	\$0.24	\$0.24	\$55.42
Hindi	\$0.20	\$0.20	\$55.42
Hungarian	\$0.22	\$0.19	\$55.42
Indonesian	\$0.23	\$0.23	\$55.42
Italian	\$0.17	\$0.15	\$55.42
Japanese	\$0.24	\$0.20	\$55.42
Korean	\$0.20	\$0.20	\$55.42
Malay	\$0.23	\$0.22	\$55.42
Norwegian	\$0.23	\$0.22	\$55.42
Polish	\$0.19	\$0.19	\$55.42
Portuguese (Brazil)	\$0.15	\$0.15	\$55.42
Portuguese (Europe or Africa)	\$0.18	\$0.15	\$55.42
Romanian	\$0.21	\$0.22	\$55.42
Russian	\$0.17	\$0.17	\$55.42
Serbian	\$0.22	\$0.22	\$55.42
Spanish (Latin America/U.S.)	\$0.12	\$0.15	\$55.42
Spanish (Spain)	\$0.13	\$0.15	\$55.42
Swedish	\$0.23	\$0.22	\$55.42
Tagalog	\$0.17	\$0.15	\$55.42
Thai	\$0.18	\$0.22	\$55.42
Turkish	\$0.25	\$0.23	\$55.42
Ukrainian	\$0.20	\$0.17	\$55.42
Urdu	\$0.20	\$0.22	\$55.42
Vietnamese	\$0.22	\$0.20	\$55.42

TESTING SERVICES

Language Services: Language Testing (SIN 611630)

Language Testing: Description of Services.

- 1. Language Testing: Speaking and Listening Assessment:** For this test, the candidate is connected via telephone to a live evaluator, who is a native speaker of the target language. After verifying the candidate's identity, the evaluator will conduct the test, which is conversational in approach and consists of a series of questions that are designed to elicit the full range of the target language and identify what the candidate can do with the language (through performance of various tasks such as giving a description, talking about a hypothetical event, providing an opinion, etc.), as well as how well the candidate uses and controls the language. The candidate simply answers the questions that are presented, which are general in nature. There is no right or wrong answer to a question – the evaluator is checking for what the candidate can do with the language, and is not judging the content of what is said (except where it pertains to demonstrating comprehension of the topic). At the end of the test, the candidate is instructed to hang up. The evaluator scores the performance based on the subcategories of communication, comprehension, grammar and vocabulary, and an overall score is assigned on ALTA's scale of 1-12+. This score along with comments is sent to you or your administrator the following business day. The test lasts 20 to 25 minutes, is available Monday to Friday between 9 am and 6 pm ET and needs to be scheduled in advance. The cost of the test is \$60. We also offer an automated test for Arabic, Iraqi, English, Dari, Farsi, Pashto, Spanish and Urdu. The test is a little longer due to practice questions that are asked to help the candidates to get used to the system. The test is available 24/7. The test is assigned by the clients thru an account set up on our portal. Questions are prompted over the phone but the test is still scored by a live evaluator and results sent in 1 to 2 business days. The cost of that test is \$50.
- 2. Language Testing: Writing Assessment:** This test is created by you thru our portal and is administered on site or sent to a proctor. The test consists of several requests for a response in the target language. The written test requires the candidate to demonstrate what he or she can do with the language through performance of various tasks (writing a letter, giving an opinion, describing a rule or procedure), as well as how well he or she uses and controls the language. The candidate simply writes his or her response to each question in the space provided. At the end of the test, it is collected and sent back to ALTA for scoring. The evaluator scores the writing based on expression, understanding of the given topics, grammar, vocabulary and spelling, and an overall score is assigned. This score along with comments is sent to you or your administrator within two business days. The cost of the test is \$60.
- 3. Language Testing: Reading Assessment:** The test is available through our online application, and consists of a selection of passages, each followed by a series of questions about the passage/ recording. The tests are designed "at level", meaning the cut-score for the test (ex: 70%) indicated whether or not the candidate qualifies at the given level of the test (ex: ALTA Level 9). The candidate simply marks his or her selection for each question, and submits his or her answers when finished. The test length is 30 minutes, at which time it will automatically expire. Candidates may submit answers before 45 minutes, and will receive a warning at 40 minutes. The score is automatically calculated, and is available for immediate viewing by the administrator. Scores are calculated on a percentage basis, with the cut-score or higher equal to a passing score. The cost of this test is \$30.

4. **Language Testing: Reading/Writing Combined Assessment:** ALTA also offers Translation tests, sent as a hard copy for administering and proctoring on site. The tests consist of 2 passages, which the candidate must translate into the target language within the allotted timeframe (no more than one hour). The translations, along with the time taken to complete the tests, are sent to ALTA for scoring. Performance is judged based on accuracy, grammar, spelling (or character selection), expression and speed, and an overall score is assigned. This score along with comments is sent to you or your administrator the following business day. The cost of the test is \$60.

Our Language Testing Best Values are:

Experience:	We have been providing language assessments since 1997.
Clients:	We provide language testing services to clients across a wide variety of industries, including civilian, military, and Federal agencies.
Range:	We provide speaking, written, reading, and combined reading/written assessments in over 70 languages on the GSA Schedule.
Process:	We provide results across the full range of language proficiency. Results can be reported on the Interagency Language Roundtable (ILR) scale or ALTA's twelve-level scale.
Evaluators:	We use native speakers of the tested language who are trained extensively in ALTA's testing methodology.
Quality Control:	We have an ongoing QC process involving independent sampling of test scores to ensure reliable results.
Flexibility:	We can customize language tests specific to your agency and industry.
Price/Discount:	Our prices per test are very competitive compared to other GSA vendors. These rates provide a 26% discount from commercial pricing.
Turnaround:	Most test results take 1-2 business days to assess. When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged to contact the Contractor for the purpose of obtaining accelerated delivery. If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.
Accuracy:	In the event a test score is disputed, we will initiate an independent review to resolve any discrepancies at no charge to you.

TESTING RATE GUIDE

Language	GSA Rate for Writing Assessments	GSA Rate for Speaking/Listening Assessments	GSA Rate for Reading/Writing Combined Assessments	GSA Rate for Online Reading Assessments
Albanian	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Amharic	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Apache (Western)	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Arabic	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Armenian	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Azeri	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Bahasa Indonesian	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Baluchi (Western)	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Bambara	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Bosnian	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Bulgarian	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Burmese	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Cambodian (Khmer)	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Cebuano	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Chechen	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Chinese (Cantonese)	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Chinese (Fuchow)	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Chinese (Mandarin)	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Croatian	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Danish	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Dari	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Dutch	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
English	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Fante (Akan)	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Farsi	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Finnish	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
French	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Fulfulde (Fulani)	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
German	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Greek	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Gujarati	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Haitian Creole	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Hausa	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Hebrew	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Hindi	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Hmong	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Ilocano	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Italian	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Jamaican Patois	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Japanese	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Kashmiri	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test

TESTING RATE GUIDE

Language	GSA Rate for Writing Assessments	GSA Rate for Speaking/Listening Assessments	GSA Rate for Reading/Writing Combined Assessments	GSA Rate for Online Reading Assessments
Kazakh	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Korean	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Kurdish (Kurmandji)	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Kurdish (Sorani)	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Laotian	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Malay	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Navajo	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Norwegian	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Papiamento	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Pashto	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Polish	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Portuguese	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Punjabi (East./ West.)	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Serbian	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Sinhala	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Somali	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Spanish	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Swahili	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Swedish	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Tagalog	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Tamil	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Thai	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Tohono O'odham	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Tongan	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Turkish	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Turkmen	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Twi (Akan)	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Uighur	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Ukrainian	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Urdu	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test
Uzbek	\$55.42 per test	\$45.34 per test	\$45.34 per test	\$20.15 per test

TRAINING SERVICES

Language Services: Language Training (SIN 611630)

Language Training: Description of Services.

1. **Language Instruction: A & B Languages at ALTA Center:** The ALTA method is designed to teach foreign languages with the direct immersion approach. The direct immersion approach enables the trainee to speak and understand the language as quickly and competently as possible. Trainees speak 75% of the class time, as opposed to traditional approaches that lecture students on grammatical concepts. This direct approach is what the Federal Government applies in its language training programs offered at the Defense Language Institute. ALTA makes sure that programs are relevant by hiring instructors who are native speakers with up-to-date vocabulary and idioms.
2. **Language Instruction: A & B Languages at ALTA Center – ISO Immersion (6 hours per day):** The ALTA method is designed to teach foreign languages with the direct immersion approach. The direct immersion approach enables the trainee to speak and understand the language as quickly and competently as possible. Trainees speak 75% of the class time, as opposed to traditional approaches that lecture students on grammatical concepts. This direct approach is what the Federal Government applies in its language training programs offered at the Defense Language Institute. ALTA makes sure that programs are relevant by hiring instructors who are native speakers with up-to-date vocabulary and idioms.
3. **Language Instruction: A & B Languages via WebEx:** The ALTA method is designed to instruct foreign languages in a direct immersion approach. The direct immersion approach enables the trainee to speak and understand the language as quickly and competently as possible. Trainees speak 75% of the class time, as opposed to traditional approaches that lecture students on grammatical concepts. This direct approach is what the Federal Government applies in its language training programs offered at the Defense Language Institute. ALTA makes sure that programs are relevant by hiring instructors who are native speakers with up-to-date vocabulary and idioms.
4. **Language Training/DLPT Prep Course at ALTA Center:** Language training course with focus on listening and reading comprehension skills (DLPT Prep Course). The objective of the program is to develop the participants' listening and reading skills so that they would not just pass the DLPT or improve their previous score, but also be effective as linguists dealing with high-level tasks requiring passive target language skills, while having greater confidence in using their respective languages. The overarching goals of this program are: • To strengthen listening and reading comprehension skills in the target language; • To use listening and reading strategies to maximize the participants' comprehension of oral and written input.
5. **Language Training/DLPT Prep Course: At Client's Location (Only Tuition):** Language training course with focus on listening and reading comprehension skills (DLPT Prep Course). The objective of the program is to develop the participants' listening and reading skills so that they would not just pass the DLPT or improve their previous score, but also be effective as linguists dealing with high-level tasks requiring passive target language skills, while having greater confidence in using their respective languages. The overarching goals of this program are: • To strengthen listening and reading comprehension skills in the target language; • To use listening and reading strategies to maximize the participants' comprehension of oral and written input.

6. **Language Training/DLPT Prep Course Delivered in Augusta, GA/Fort Gordon, GA (Including location/facilities):** Language training course with focus on listening and reading comprehension skills (DLPT Prep Course) delivered in Augusta, GA. Prices include facilities. The objective of the program is to develop the participants' listening and reading skills so that they would not just pass the DLPT or improve their previous score, but also be effective as linguists dealing with high-level tasks requiring passive target language skills, while having greater confidence in using their respective languages. The overarching goals of this program are: • To strengthen listening and reading comprehension skills in the target language; • To use listening and reading strategies to maximize the participants' comprehension of oral and written input.
7. **ALTA DLPT Prep Course: Book (Spiral bound hard-copy: Listening Workbook; Listening Supplemental Materials; Reading Workbook; Reading Supplemental Materials) in color.** The exercises in ALTA's DLPT Course Material are intended to help students read and listen to passages, as well as answer questions similar to those that will appear on the actual DLPT. As with the actual DLPT, the passages are in the target language and the multiple-choice questions are in English and adhere to the guidelines of a particular ILR level or levels. The course is organized into chapters and units: within each chapter, which corresponds to a particular ILR level, are units. Each unit includes reading or listening exercises related to one of four broad subject matters: Science and Technology, Business and Politics, Arts and Entertainment, and Society and Culture.
8. **ALTA DLPT Prep Course: Book (Spiral bound hard-copy: Listening Workbook; Listening Supplemental Materials; Reading Workbook; Reading Supplemental Materials) black and white.** The exercises in ALTA's DLPT Course Material are intended to help students read and listen to passages, as well as answer questions similar to those that will appear on the actual DLPT. As with the actual DLPT, the passages are in the target language and the multiple-choice questions are in English and adhere to the guidelines of a particular ILR level or levels. The course is organized into chapters and units: within each chapter, which corresponds to a particular ILR level, are units. Each unit includes reading or listening exercises related to one of four broad subject matters: Science and Technology, Business and Politics, Arts and Entertainment, and Society and Culture.

Our Language Testing Best Values are:

- | | |
|--------------------|---|
| Experience: | We have been providing language services since 1979 (our name changed from inlingua to ALTA in 2010). We are a stable company with demonstrated ability. |
| Clients: | We provide language training services to a wide variety of corporate clients and government agencies, as well as individuals. |
| Range: | Training is offered in many languages: from the commonly taught (French, German, Spanish, Italian, etc.), to the less-commonly taught (Arabic, Mandarin Chinese, etc.). |
| Process: | <p>The following step-by-step model allows the perfect program to be designed for each client:</p> <ol style="list-style-type: none"> 1. Determination of goals and tasks to be achieved. 2. Assessment of language competency of participants (for non-beginners). 3. Analysis of linguistic needs (situations, domain of responsibilities, etc.) |

4. Determination of amount of time needed to achieve stated goals.
5. Clarification of needs analysis in terms of capacity, terms and conditions, time availability as well as location (corporate facility or live online through WebEx).
6. Determination of desired evaluation/feedback processes on the part of organizer: attendance tracking, final and mid-term examinations etc.
7. Consolidation of ALTA Learn-Ware according to proposed specialized content of course.
8. Choice of ALTA instructors.

Instructors:	All instructors are college-educated native speakers of the target language. They are trained on ALTA's materials and methodology, and are experienced in teaching their language to adult learners.
Delivery:	Our classes are delivered live online, at our center in Atlanta (Buckhead), GA, or at your location (when possible).
Methodology:	The ALTA method is designed to enable the learner to speak and understand the language as quickly and competently as possible. This direct approach is what the Federal Government applies in its language training programs offered at the Defense Language Institute, among others.
Flexibility:	Training is scheduled based on our client's preferences. Our cancellation policy allows our clients to cancel a class free of charge if the office is notified by 4:00pm EST one business day prior to the scheduled class.
Quality Control:	A stringent Quality Control Process has been devised to continuously enhance the quality of our training programs, the three pillars of which are: development and deployment of processes to monitor student progress, supervising of instructors' performance, and recruitment and training.
Price/Discount:	Our prices are very competitive compared to other GSA vendors. Satisfaction guaranteed: we refund the money for unused classes, if the client is not satisfied with the program.

TRAINING RATE GUIDE

Language	Standard training at ALTA Center (Price per hour)	Immersive training at ALTA Center (6 hours per day) (Price per hour)	Training via WebEx (Price per hour)
A & B Languages (all languages available)	\$48.36	\$48.36	\$47.02

Language Training/ DLPT Prep Course: At ALTA center (Price per hour)	Language Training/ DLPT Prep Course: At Client's Location (Only Tuition) (Price per hour)	Language Training/ DLPT Prep Course Delivered in Augusta, GA/Fort Gordon, GA (Including location/ facilities)	Language Training/ DLPT Prep Course: Live Online (Web Based) (Price per hour)
\$63.00	\$68.00	5-Day Week: \$3,612.29 4-Day Week: \$2,922.58 3-Day Week: \$2,232.87 2-Day Week: \$1,543.16	\$50.01

ALTA DLPT Prep Course: Book (Spiral bound hard-copy: Listening Workbook; Listening Supplemental Materials; Reading Workbook; Reading Supplemental Materials) in color.	ALTA DLPT Prep Course: Book (Spiral bound hard-copy: Listening Workbook; Listening Supplemental Materials; Reading Workbook; Reading Supplemental Materials) black and white.
\$78.01	\$45.00

CUSTOMER INFORMATION

1a. Table of Awarded Special Item Number(s):

SIN	SIN Description
MAS SIN OLM	Order-Level Materials (OLMs)
541930	Translation and Interpretation Services
611630	Linguistic Training and Education

- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.
- 1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.
2. **Maximum Order:** \$1,000,000.00
3. **Minimum Order:** \$100.00
4. **Geographic Coverage (delivery Area):** United States
5. **Point(s) of production (city, county, and state or foreign country):**
Same as company address
6. **Discount from list prices or statement of net price:**
Government net prices (discounts already deducted).
7. **Quantity discounts:** None Offered
8. **Prompt payment terms:** Net 30 days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.
- 9a. **Notification that Government purchase cards are accepted up to the micro-purchase threshold:** Yes.
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro- purchase threshold:** Will accept.
10. **Foreign items (list items by country of origin):** None
- 11a. **Time of Delivery (Contractor insert number of days):** Specified on the Task Order

- 11b. **Expedited Delivery.** The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery:
Contact Contractor
- 11c. **Overnight and 2-day delivery.** The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor
- 11d. **Urgent Requirements.** The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to affect a faster delivery: Contact Contractor
- 12. **F.O.B Points(s):** Destination
- 13a. **Ordering Address(es):** Same as Contractor
- 13b. **Ordering procedures: Information for Ordering Offices:** Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.
- 14. **Payment address(es):** Same as company address
- 15. **Warranty provision.:** N/A.
- 16. **Export Packing Charges (if applicable):** N/A
- 17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro- purchase level):** Contact Contractor
- 18. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
- 19. **Terms and conditions of installation (if applicable):** N/A
- 20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a. **Terms and conditions for any other services (if applicable):** N/A
- 21. **List of service and distribution points (if applicable):** N/A
- 22. **List of participating dealers (if applicable):** N/A
- 23. **Preventive maintenance (if applicable):** N/A
- 24a. **Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** N/A

- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contactor's website or other location.) N/A
- 25. Data Universal Numbering System (DUNS) number: 03-459-5699
- 26. Notification regarding registration in System for Award Management (SAM) database:
Registered